

## Message Text

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43

ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 TRSE-00 OPIC-03 AID-05

XMB-02 CIAE-00 INR-07 NSAE-00 L-03 /050 W

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R 171151Z AUG 76

FM AMEMBASSY DAMASCUS

TO SECSTATE WASHDC 9157

USDOC WASHDC

INFO AMEMBASSY ABU DHABI

AMEMBASSY AMMAN

AMEMBASSY ATHENS

USINT BAGHDAD

AMEMBASSY CAIRO

AMCONSUL DHAHRAN

AMEMBASSY DOHA

AMEMBASSY KUWAIT

AMEMBASSY JIDDA

AMEMBASSY TEHRAN

AMEMBASSY TEL AVIV

C O N F I D E N T I A L DAMASCUS 5447

ATHENS FOR RTDO

E.O. 11652: GDS

TAGS: ETRD, SY

SUBJECT: INGERSOLL RAND SALE TO SYRIA: NO BOYCOTT CLAUSE

1. INGERSOLL RAND SYRIAN REP TOLD EMBASSY COMMERCIAL OFFICER AUGUST 16 THAT FIRM HAS JUST CONCLUDED APPROXIMATELY 4 MILLION DOLLAR SALE TO GENERAL COMPANY FOR WATER PROJECTS, A GOVERNMENT AGENCY. SALE CONSISTED OF TEN WATER WELL DRILLING RIGS FOR 3.3 MILLION DOLLARS PLUS PROBABLE FOLLOW-EN ORDER FOR 500-700,000 DOLLARS IN SPARE PARTS. DEAL WAS CONCLUDED DURING DAMASCUS INTERNATIONAL FAIR, IN WHICH IR IS DISPLAYING EQUIPMENT (ALTHOUGH NOT RIGS IN DEAL).

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2. ACCORDING TO LOCAL REP, BOYCOTT OF ISRAEL LANGUAGE

PROVED NO OBSTACLE. ORIGINAL CONTRACT AS DRAWN UP BY SARG CONTAINED BOYCOTT LANGUAGE, BUT IR SAID IT COULD NOT SIGN SUCH A CONTRACT, AND THE CLAUSE WAS REMOVED. SYRIAN GOVERNMENT PRINCIPALS WERE MUCH MORE INTERESTED IN BOTTOM LINE FIGURE THAN IN RETAINING BOYCOTT CLAUSE, SAID SYRIAN IR REP. CENTRAL BANK OF SYRIA LETTER OF CREDIT REQUIRES ONLY STATEMENT FOR SHIPPING COMPANY THAT STEAMER CARRYING GOODS IS NOT ISRAELI OWNED AND IS NOT SCHEDULED TO STOP AT ISRAELI PORTS BEFORE DISCHARGING GOODS IN SYRIA. CONTRACT REQUIRES COUNTRY OF ORIGIN CERTIFICATE, BUT DOES NOT MENTION ISRAEL NOR BOYCOTT.

3. INGERSOLL RAND CONTRACT SUGGESTS THAT SARG UNDER NEW PRIME MINISTER ABDUL AL-RAHMAN KHULAYFAWI, WHO ASSUMED OFFICE AUGUST 8, WILL CONTINUE POLICY OF ATTRACTING US BUSINESS TO SYRIA AND WILL MAINTAIN FLEXIBLE POSTURE ON BOYCOTT MATTERS TO FURTHER THIS END. PRIME MINISTER, AS CHAIRMAN OF SUPREME COMMITTEE OF CONTRACTING COMPANIES (WHICH INCLUDES GENERAL COMPANY FOR WATER PROJECTS) HAD TO PERSONALLY APPROVE CONTRACT. ACCORDING TO SYRIAN IR REP, KHULAYFAWI, ON TOUR OF US PAVILION AT FAIR AUGUST 14, CONGRATULATED IR REPS ON CONTRACT AND WISHED THEM MORE SUCCESS IN SYRIA.  
MURPHY

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** WATER, SALES, CONTRACTS, PROGRAMS (PROJECTS), BOYCOTTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 17 AUG 1976  
**Decaption Date:** 01 JAN 1960  
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**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** coburnhl  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Unique ID:** 00  
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**To:** STATE COM  
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